

Planned Production of Mixed-Income Housing  
Finalist Comparison Fact Sheet

	Avalon at Shrewsbury Hills	Fairfield Residential
Location:	Centech Boulevard	Route 9, Maple Avenue, & Oak Street
Property Size:	36 Acres	27 Acres
Zoning:	Rural B Access is through Limited Industrial Land	Commercial Business & Lakeway Overlay (59%) Residence B1/B2 (41%)
Residential Units:	444 (option for 502)	335
Low Income Units:	0	0
Moderate Income Units:	111	84
Bedroom Mix (1br – 2br – 3br):	178 – 244 – 22	151 – 151 – 33
40B Inventory % if approved:	10%	9.2%
40B Gap (units needed to reach 10%):	0	105
Estimated 40B Gap after 2010 Census:	200 – 250	305 – 355
Commercial Space:	n/a	164,000 SF
Possible Uses Discussed:	n/a	Grocery, Office, Retail, & Restaurants
Estimated Assessed Value:	\$49,000,000	\$65,000,000
Estimated Annual Property Tax:	\$424,340	\$562,900
Estimated School Age Children:	56 – 111 <sup>1</sup>	42 – 84 <sup>1</sup>
Applicant Mitigation Offer:	\$3,094,080	\$1,005,000
State 40R Payments:	\$1,568,000 <sup>2</sup>	\$1,241,000 <sup>3</sup>
State 43D Grant:	n/a	\$150,000 <sup>4</sup>
Water Fees:	\$1,665,000 <sup>5</sup>	\$2,000,000
Sewer Fees:	n/a	\$1,400,000
Total Project Mitigation & Fees:	\$6,327,080 <sup>6</sup>	\$5,796,000

1. Estimates based on data provided by AvalonBay and Fairfield (1 child per 8 units & 1 per 4 units).
2. Fully guaranteed by AvalonBay if the Town of Shrewsbury approves the 40R zoning.
3. \$350,000 guaranteed by Fairfield if the Town of Shrewsbury approves the 40R zoning.
4. Fully guaranteed by Fairfield if the Town of Shrewsbury approves the 43D designation.
5. "It is also anticipated that any water connection/impact fees will be limited to market rate apartments and adjusted to reflect the multifamily design (fewer bedrooms per unit / lower impacts) of the proposed development." Avalon at Shrewsbury Hills, Response to Request for Expressions of Interest, June 13, 2007.
6. Total mitigation & fees for Avalon will increase to \$7,886,464 if 502 units are approved.

Planned Production of Mixed-Income Housing  
 Permitting Issues and Town Meeting Actions Required

	Avalon at Shrewsbury Hills	Fairfield Residential
Permitting Options:	<ol style="list-style-type: none"> <li>1. 40B Local Initiative Project Application, "Friendly 40B"</li> <li>2. Rezone property in accordance with MGL Ch. 40R and the project would be allowed by right w/ Site Plan Approval and Design Review.</li> </ol>	<ol style="list-style-type: none"> <li>1. 40B Local Initiative Project Application, "Friendly 40B"</li> <li>2. Rezone property in accordance with MGL Ch. 40R and the project would be allowed by right w/ Site Plan Approval and Design Review.</li> <li>3. Expand Lakeway Overlay District to cover entire property w/ Developer agreement to provide 25% affordable units.</li> </ol>
Permitting Issues, Concerns, or Actions Required:	<ol style="list-style-type: none"> <li>1. If the permitted via 40R, how is affordability in perpetuity handled?</li> <li>2. 40R requires rezoning by Town Meeting and approval by both DHCD &amp; the Attorney General.</li> <li>3. No direct economic development spin-off.</li> <li>4. Impact on development of Centech East.</li> <li>5. Need to upscale building design and construction quality over Route 20 site.</li> <li>6. Project will overlook Phase V of the landfill.</li> <li>7. Project is inconsistent with the Master Plan.</li> </ol>	<ol style="list-style-type: none"> <li>1. If the permitted via 40R, how is affordability in perpetuity handled?</li> <li>2. 40R requires rezoning by Town Meeting and approval by both DHCD &amp; the Attorney General.</li> <li>3. No formal agreement to acquire the Masonic Lodge property.</li> <li>4. Weak mitigation package.</li> <li>5. Development team is unknown to the community.</li> <li>6. No commercial developer identified.</li> <li>7. Some abutter opposition can be expected.</li> </ol>

# William R. Bloom

William R. Bloom

Lisa M. Paoletto

August 13, 2007

Board of Selectmen, Town of Shrewsbury  
Richard D. Carney Office Building  
100 Maple Avenue  
Shrewsbury, MA 01545

**Re: Drs. Lee and Angela Mancini of 110 Oak Street in Shrewsbury**

Dear Board of Selectmen:

This office has been retained by Drs. Lee and Angela Mancini to represent their interests in the proposed Fairfield Residential development. Drs. Mancini have resided in their home on 110 Oak Street with their two young children, Faith and Cara, for the past seven years. As direct abutters of the proposed Fairfield Residential development, Lee and Angela are extremely concerned about the impact of the proposed development on the continued use and enjoyment of their property.

Drs. Lee and Angela Mancini have strong ties to the Shrewsbury community. Lee has served as the team physician for Shrewsbury High School for the past four years, and can often be seen on the sidelines during football games providing medical assistance to high school athletes. For the past three years, Lee has directed a summer strength and conditioning program for athletes at Shrewsbury High School. He was recently hired by the Shrewsbury High School's Booster Club to direct the strength and conditioning program for all high school athletes throughout the school year. In addition, Lee serves on Shrewsbury High School's Athletic Association Committee, alongside the superintendent, principal, athletic director, and interested parents of the Shrewsbury community. Lee has been very generous in his contributions to the Shrewsbury High School athletic program. He has donated strength and conditioning equipment to the school, and volunteers on a weekly basis to provide assistance to injured high school athletes. Lee is also in the process of establishing a scholarship fund through his business which will provide financial assistance to student-athletes in the Shrewsbury community going on to attend college. Angela is a physician with Child Health Associates in Shrewsbury.

The following discussion outlines specific concerns that the Mancini family would like to express to the Board of Selectmen regarding the proposed Fairfield Residential development, as well as highlights the reasons why the Town should select the AvalonBay proposal over the proposal submitted by Fairfield Residential:

- The land directly abutting the Mancini property, and upon which the apartment buildings would be constructed, is residentially zoned. It would have been realistic for abutting homeowners such as Lee and Angela Mancini to expect single-family residential homes to someday be

constructed on the lot. However, given the residential zone of the land, an abutting landowner could not have anticipated that such a large scale apartment and mixed-use development complex would be constructed behind their property. The Town should select a proposal that aligns with the Town's original zoning scheme and the expectations of the abutting residential homeowners.

- As Fairfield Residential explained in its presentation, the development is being constructed on a difficult site with a steep grade and stone ledge which will necessitate much blasting and construction over the following months and years to complete the project. The excessive blasting may compromise the structural integrity of the homes of residential abutters such as Lee and Angela Mancini. In fact, representatives from Fairfield Residential have already approached Lee and Angela to warn them about the possibility of cracks developing in the foundation of their home during the construction and blasting phase of the project. Lee and Angela are also concerned about the impact that the blasting will have on the air quality surrounding their home, as their daughter, Faith, suffers from asthma and will be adversely impacted by any excessive dust and air pollution caused by the project. In contrast to the Fairfield Residential proposal, the AvalonBay project would be constructed on a site that would not require the type of intrusive blasting that could be damaging to the homes and health of residential abutters.
- The Fairfield Residential development will create significant traffic issues for Oak Street, Maple Avenue, and the Route 9 area. Oak Street is already a busy road, caused in a large part by the traffic from the three schools that are located on the street. Since the Mancinis have resided in their home, they have witnessed at least three significant motor vehicle accidents on Oak Street. The Fairfield Residential project will further congest traffic in the area by causing an additional 14,435 weekday vehicle trips and 20,540 Saturday vehicle trips to be made to the area. In contrast, the AvalonBay project will have a minimal impact on traffic in Shrewsbury, as the project will utilize CenTech Boulevard and not an already congested and heavily trafficked street such as Oak Street, Maple Avenue, and Route 9.
- The increased noise, activity level, and intrusion that such a large mixed-use development project will generate also worries the Mancini family. The family is concerned about the prospect of the development being constantly illuminated by bright lighting, which will significantly impact the privacy and comfort level in their own home, as well as the homes of other residential abutters to the development. If the Fairfield development is constructed, the trees surrounding the Mancini's property will be removed and they will not have a significant enough border between their property and the Fairfield Residential development to retain the same sense of privacy that they have enjoyed at the property.

- The property value of the Mancini's home, as well as the homes of the other residential abutters, will likely suffer a substantial decrease if the Fairfield Residential project is approved and constructed in its current form.

In addition, the AvalonBay proposal has several significant advantages over the proposal submitted by Fairfield Residential:

- AvalonBay is in complete control of the site where it would construct the project, and no additional parcels or easements are necessary before construction of the project commences. Fairfield Residential seems to have some issues with abutting landowners that could complicate their commencement of the project. Additionally, the Mancini family has expressed concerns to us regarding a boundary issue which could pose an additional obstacle to Fairfield Residential's commencement of the development project.
- The Town will benefit from a more attractive mitigation package if the AvalonBay proposal is selected.
- The Town has also previously worked with AvalonBay in constructing a similar apartment complex located on Route 20 in Shrewsbury. The Route 20 apartment complex currently has a ninety-five percent (95%) occupancy rate, which evidences the company's effective implementation and continued management of the property. AvalonBay is familiar with the affordable housing permitting process, and assures that it can complete the project within the specified deadlines.
- The construction of the Fairfield Residential development could be delayed due to complications arising from the commercial and retail aspect of the project. There would be no such complication with the AvalonBay proposal, and the Town is therefore assured to meet their affordable housing deadline if the AvalonBay proposal is selected.
- The AvalonBay project will also offer on-site sewage treatment facilities, while the Fairfield Residential project will need to be connected to the Town's sewer system, which may create additional problems for the Town.

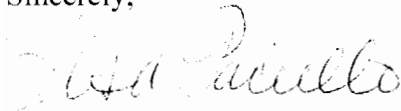
On a personal level, Lee and Angela would like to express to the Board the attachment they have formed with their home during the years that they have resided in it. The home is set on one acre of land and is surrounded by a wooded lot. The young family has enjoyed almost complete privacy by virtue of their house being set back at the end of a long driveway. The property has a basketball court, large swing set, and swimming pool in the backyard which has provided the Mancini children with a

protected environment in which to swim, sled, and enjoy the winter and summer months. Additionally, Lee and Angela have expended significant sums in upgrading the interior of their home. They have installed granite counter tops in their two kitchens and hardwood floors throughout the entire upstairs. The separate kitchen located within the finished basement is a unique feature of the home which affords privacy to the family's visiting guests. The property also has a wonderful screened-in porch which overlooks trees and is perfect for watching the sunset in spring and summer. The unique qualities of their property will be virtually impossible to duplicate elsewhere.

The Town's approval of the Fairfield Residential project may cause the Mancini family to move out of their home and the Town of Shrewsbury altogether. The Town should select a project that has minimal impact on the lives of its homeowners, such as the Mancini family. The Mancini family would very much love to remain a part of the Shrewsbury community, and continue to reside in their home on 110 Oak Street. They have envisioned living in their home for many years to come, and sending their children to the Shrewsbury public elementary and high schools. They will continue to contribute to the Town of Shrewsbury in their capacity as physicians, with Lee being committed to serving as the team physician for Shrewsbury High School and continuing to work with the high school's student-athletes.

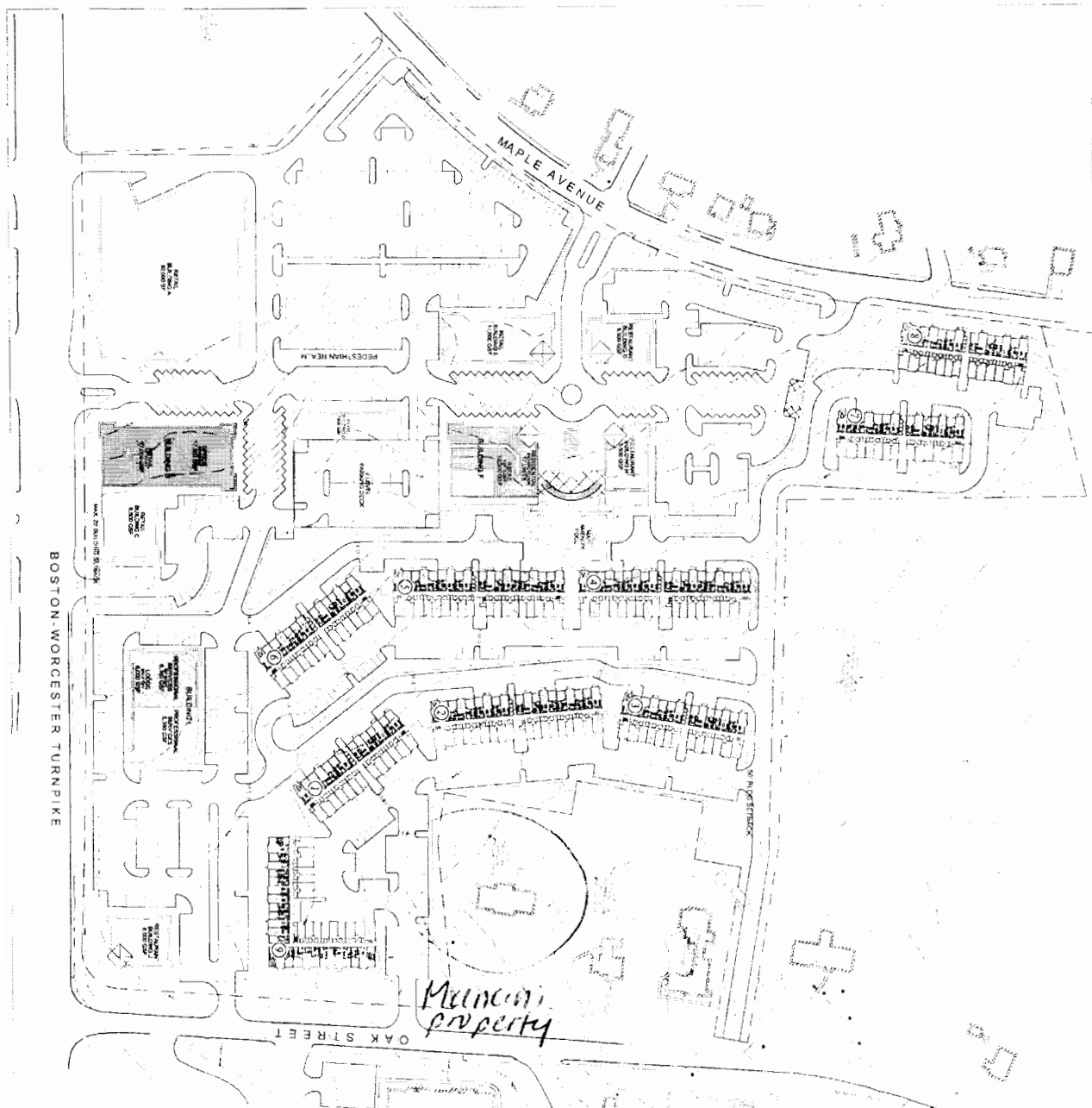
Enclosed please find a diagram showing the location of the Mancini's property, relative to the proposed Fairfield Residential development. Thank you for your consideration.

Sincerely,

A handwritten signature in cursive script, appearing to read "Lisa M. Paciello".

Lisa M. Paciello

Enclosures



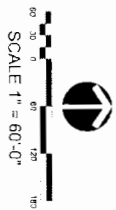
BOSTON-WORCESTER TURNPIKE

MAPLE AVENUE

OAK STREET

Maine property

GROUND LEVEL - PARKING DECK



**CALCULATIONS**

GROSS AREA  
 123,456 SQ. FT.  
 2,835 SQ. YD.  
 TOTAL COMMERCIAL OFFICE  
 123,456 SQ. FT.  
 2,835 SQ. YD.

**LEGEND**

- OFFICE OVER RETAIL
- RESIDENTIAL/COMMERCIAL
- 4 STORY - OFFICE OF URBAN PLAYS
- 2 STORY PORTION OF URBAN PLAYS
- RETAILING WALLS

**FAIRFIELD AT SHREWSBURY**  
 SHREWSBURY, MASSACHUSETTS  
 SITE PLAN - FIGURE 4

DATE	8-12-04
PROJ. NO.	444
FILE NAME	64444-11111
DATE	8-12-04
BY	3/00
REV	3/00

Revision Track	
NO.	1
DATE	8-12-04
BY	3/00
REV	3/00



**Eric Denoncourt**

**From:** Ron Alarie  
**Sent:** Monday, August 13, 2007 11:29 AM  
**To:** Jack Perreault; Eric Denoncourt  
**Subject:** FW: Fairfield Development Proposal- Oak Street North Resident Traffic Impact Commentary

FYI, didn't know if Dan had forwarded this email to you.

-----Original Message-----

**From:** J. Forbes [mailto:fcomserv2@verizon.net]  
**Sent:** Monday, August 13, 2007 8:37 AM  
**To:** John LeBeaux; mdepalo@townisp.com; Moira Miller; James McCaffrey; Daniel J Morgado  
**Subject:** Fairfield Development Proposal- Oak Street North Resident Traffic Impact Commentary

*ADD  
To  
Record*

Sunday, August 12, 2007

To: Members, Shrewsbury Board of Selectmen

From: Oak Street North (of Route 9) Residents

Re: *Fairfield Development Proposal- Resident Traffic Impact Commentary (see attachment)*

A traffic impact commentary from some residents of Oak Street and Maple Avenue is attached. Please see the "Important notes" section for the scope of the commentary survey.

As of this date, you have apparently reduced the number of commercial /affordable housing development proposals from three (3) to two (2). It also appears that you are currently focused on the Avalon, CenTech Park proposal - based on your 8/6/07 local cable broadcast discussion concerning their ability to commit and deliver in your required time frame.

Our commentary submission (with participating residents listed), may then simply serve to outline our concerns relating to current, and future, traffic impact presented by large scale development project proposals for this part of town.

This resident project proposal commentary is provided with the intent to convey relevant and helpful concerns and is not intended to be a petition. Thank you for your review and consideration.

Oak Street North Residents

John Forbes  
 Oak Street North Resident & Commentary gatherer and preparer

Attachment- Commentary

8/13/2007

Oak Street North\* Residents Commentary  
Fairfield Development Project Proposal  
Shrewsbury

8/12/07

To: Members, Shrewsbury Board of Selectmen

From: Oak Street North (of Route 9) and adjacent streets residents\*

Re: Overview- traffic concerns relating to Fairfield Development Project proposal (40B & 40R?)

Perspective:

As Shrewsbury and Oak Street North residents, we share an appreciation for the difficult task the Town, and the Board of Selectman, Planning Board and Town Manager face concerning the MA requirements to comply with affordable housing mandates under Chapter 40 B (& 40R?) by the October deadline. At first blush, the proposal's incorporation of a commercial development component into the Shrewsbury's Route 9 Corridor Lakeway project, together with the pro-active affordable housing component to offset the State affordable housing mandate, appears a shrewd move. This project proposal also seems to provide some new town tax revenue source potential and appealing property enhancements along Route 9. The overall project's intent, therefore, seems both constructive and creative. However, the projects "mixed use" housing component presents a larger, overriding and daunting traffic impact concern for Oak Street & Maple Avenue area residents.

While many residents may be in favor of sensible business development along Route 9, Oak Street North residents could reasonably expect an exponential, permanent increase in traffic resulting from the both the proposed 335 new residential units and commercial space addition to this area. As cited in the Fairfield proposal, the "2150 daily residential trips and 12,300 daily trips due to office and retail portion of the project; and a combined 20,540 per weekend day trips on surrounding roads" represent, in our view, a dramatic, dangerous (emergency vehicle access) and impractical traffic increase to the area.

A considerable portion of this traffic *may* not seek Oak Street access. However, daily traffic impact numbers such as these, given the apparent direct development project site access to Oak Street (2 access ways onto the foot of Oak Street North, per drawings), also represent a disturbing possibility of many future traffic accidents on the steep hill at the intersection of Route 9 & Oak Street (particularly during the Winter when the hill can become very slippery). Gridlock further up Oak Street and Maple Avenue can also be expected. Many believe this to be an unreasonable inconvenience, compounded by real safety concerns, which cannot be accurately calculated at this time.

Existing traffic (including emergency access) issues:

Oak Street and Sherwood Avenue residents already face considerable difficulty simply leaving and entering their driveways during school drop off and pick up hours at the Oak Middle School, Sherwood School and the Montessori Center. Imagine this traffic difficulty experienced *throughout the day* resulting from substantially greater traffic flow from this development's residents and businesses. Consider also the potential for emergency vehicle access obstruction

preventing them from reaching residents, or these schools, in event of a critical, time sensitive situation during peak traffic hours.

Anticipated combined commercial & residential components impact on traffic:

The 335 new housing units referenced in the Fairfield development project, when combined with possible customer traffic flow from "up to three restaurants" (posed by the Fairfield project representatives during their recent presentation), and other high customer usage retail businesses, could create other major traffic obstructions. These could easily exacerbate the traffic issue well beyond the current twice daily school children drop off traffic at the Oak Middle School.

For example, consider the possibility of increased day-long traffic interruptions at the intersection of Oak Street and Maple Avenue and escalating traffic impact both Eastbound and Westbound to Route 9 along Maple Avenue (Westbound- perhaps extending back to the Town Hall/ Police Station & Senior Center, on occasion). The UMASS Medical Conference Center access would also likely be affected- creating more intersection disruption. Were a traffic light to be placed at the intersection later on, due to increased traffic volume, it is *highly unlikely* that traffic congestion would be reduced. Instead, it is far more likely that it would create more traffic congestion and interfere with smooth cross-town traffic flow. *Currently, traffic moves freely and relatively smoothly through this intersection, along Maple Avenue and through various nearby intersecting roads.*

Concluding comments:

Most Oak Street residents (some of whom have resided here more than 50 years), before they purchased their homes, likely anticipated brief periods of daily traffic inconvenience during the school year. However, they could not have anticipated the major traffic impact potential resulting from a proposed major adjacent commercial and residential development. Very simply, 335 additional housing units and commercial development concentrated in this thickly settled, densely populated area appears to be well beyond the traffic absorption capability for this part of Shrewsbury.

This Oak Street/Maple Avenue traffic impact concern should also be an issue for people throughout Shrewsbury when traveling through this part of town. Parents who drop off, and pick up children at the Sherwood School, Oak Middle School and Montessori Center, school bus drivers and cross town morning and afternoon commuters, would likely experience significant added inconvenience getting to their destinations.

As of this date, it seems the view of the Board of Selectmen is to reduce the number of project proposals under consideration to two (2)- including the Fairfield proposal. Wouldn't it now make good sense to place affordable housing in the alternative outlying area proposal- as much for lower traffic impact as the developer's financial capacity, and housing construction readiness capability? The Lakeway commercial development project along the Route 9 corridor- Oak Street to Maple Avenue section and further west may then still have good development potential. In any case, Oak Street and neighboring street residents hope that the Board, and other appropriate departments, will carefully research, and discuss traffic issues and options with residents in this part of town as development projects of this scale are proposed in the future.

Thank you for your consideration of our concerns.

Residents (Commentary participants):

M/M John Forbes (*JF-Commentary viewpoints gatherer & preparer*)\*  
11 Oak Street

Dr. Peter Alizzeo, D.M.D.  
3 Oak Street

Barbara Donahue  
100 Oak Street

Paul & Elissa Lindsay  
86 Oak Street

Albert & Pauline Kinsell  
83 Oak Street

M/M Brian Webb  
81 Oak Street

Gerald & Elizabeth McDonald  
37 Oak Street

Timothy Barrette  
20 Oak Street

Natale & Mary Santora  
201 Maple Avenue

\* Important Notes:

This commentary survey of primarily Oak Street resident views on potential traffic impact posed by the Fairfield Development project proposal was undertaken at the "11<sup>th</sup> hour" over the past two weeks, and as time permitted. It consisted of largely in person discussion (primarily by the commentary viewpoints gatherer) with eighteen (18) Oak Street / Sherwood Avenue/ Maple Avenue (limited number) residents in two (2) rounds of visits, and attempted visits. Not all residents on these streets were available for comment during this survey period. Also, a number of those surveyed for opinions earlier were not available for review of this commentary, and therefore were not added to above participating residents list.

Commentary viewpoints represented an attempt to gather at least a representative sample of resident opinions, but *will likely not* include other specific concerns of individual residents relating to this project proposal. It does not attempt to speak for all residents of Oak Street/ Sherwood Avenue, or Maple Avenue and other nearby Streets who may have other concerns, and views on this project proposal.



# FLETCHER, TILTON & WHIPPLE

C O U N S E L O R S   A T   L A W

John E. Hodgson  
Summer B. Tilton, Jr.  
Phillips S. Davis  
Robert R. Kimball  
Warner S. Fletcher  
Robert E. Dore, Jr.  
James M. Borgevine  
William D. Jalkut  
Mark L. Donahue  
Lucille B. Brennan  
Kirk A. Carter<sup>1</sup>  
Dennis F. Gorman  
Frederick M. Misilo, Jr.  
Brian L. Buckley  
David J. Officer  
Richard C. Barry, Jr.  
Faith V. Easter<sup>2</sup>  
Eugene P. O'Donnell, Jr.  
Ralph E. Shroger  
Allison R. Lane<sup>3</sup>  
Roger L. Franella  
Nisha K. Cocchiarella  
Fobby L. Hazehon  
Todd E. Brodeur  
Katherine Bohan Finnerty  
Marisa W. Higgins<sup>4</sup>  
Robert M. Williamson  
David C. Guarino<sup>4</sup>  
Isabel L. Pekkel<sup>5</sup>  
John W. S. Creedon, Jr.  
William J. Gosciniak<sup>6</sup>  
David C. Kurtz<sup>7</sup>

OF COUNSEL  
Douglas Q. Meystre  
Arthur H. Miller<sup>8</sup>  
Pamela A. Massad  
Elbert Tuttle<sup>9</sup>  
Donna Toman Salvadio  
Theresa M. Varner<sup>1</sup>  
Robert E. Sullivan<sup>1</sup>  
Rosalee A. Beith<sup>1</sup>  
Francis A. Ford

<sup>1</sup> Admitted in New York  
<sup>2</sup> Also admitted in California  
<sup>3</sup> Also admitted in Illinois  
<sup>4</sup> Also admitted in New York  
<sup>5</sup> Also admitted in Pennsylvania  
<sup>6</sup> Also admitted in Rhode Island  
<sup>7</sup> Located in Framingham

## FLETCHER, TILTON & WHIPPLE, P.C.

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[www.ftwlaw.com](http://www.ftwlaw.com)

August 13, 2007

Maurice DePalo, Acting Chairman  
Shrewsbury Board of Selectmen  
100 Maple Avenue  
Shrewsbury, MA 01545

Re: Fairfield Residential, LLC

Dear Chairman DePalo:

Certain questions have arisen with regard to the response submitted by Fairfield Residential, LLC, dated August 3, 2007, to the questions posed by Eric Denoncourt. More specifically, inquiries have been made as to the conditions that would need to exist in order for Fairfield Residential to proceed with its proposed development in the event that the Avalon Bay Communities proposal ("Avalon Proposal") was selected by the Board of Selectmen. This correspondence will attempt to address those questions and propose a method by which both Developers might be able to proceed.

First, it is important that the Board of Selectmen recognize Fairfield's interest in the site it has presented to the Town is based upon having a density of 300 or more residential units. A development that cannot achieve this minimum density will not support the site costs involved in this development nor support the extensive work which will be required to make the development successful. This density cannot be achieved under the current Lakeway Overlay District Bylaw ("LOD Bylaw"). While modifications to the LOD Bylaw might be one way to achieve the required density, a more direct method that has more benefits to the Town would be adoption of a Chapter 40R designation for the entire 27-acre site, as previously discussed with the Board.

Second, Fairfield stands by its position relative to concerns on market saturation. The proposal by Avalon Bay Communities of a 444 unit development (which is proposed to grow to 502 units) will have an eclipsing effect on the rental marketplace in the immediate area. This is particularly true when viewed in conjunction with the simultaneous development of Avalon in Northborough. Fairfield would have significant concerns relative to the feasibility of its development on Route 9 competing simultaneously with the full build-out of the Avalon Proposal.

(Client File#24985000400207627.DOC. 2)

Please direct all correspondence to our Worcester office.



Maurice DePalo  
August 13, 2007  
Page 2

Notwithstanding, there may be a way that both developments can proceed. Fairfield would be interested in moving forward with the development in the Lakeway Overlay District, if the Site were designated as a Chapter 40R Site by an upcoming Town meeting and if the Town's approval conditions of the Avalon Proposal were to provide an appropriate window for the development of the Fairfield proposal. By way of example, if the Avalon Proposal could be divided into two or more phases with a first phase of approximately 250 units with a reasonable deferral of further phases, this would provide Fairfield with the appropriate opportunity in the marketplace to justify proceeding with its development. This would assist the Town in accomplishing both its affordable housing goals and its economic development goals as articulated by the Board of Selectmen in this process. Obviously, there are details to be worked out for this type of cooperative effort that would need further discussion between all the parties. The willingness of Fairfield to proceed with those discussions and investigate the opportunities in good faith does, however, speak to the good faith efforts of Fairfield to work with the Town in this regard.

I look forward to having the opportunity to address any other questions that the Board may have.

Very truly yours,

Mark L. Donahue

MLD/sdz



August 10, 2007

Mr. Kevin Maley  
Fairfield Residential LLC  
405 Cochituate Road  
Suite 302  
Framingham, MA 01701

Dear Kevin:

Thanks for your time last week discussing your development proposal in Shrewsbury. We are happy to be involved with your analysis of the project and further assist you as you advance the concept designs and identify potential commercial and retail tenants.

As you know, Strategic Retail Advisors has been in business for 6 years and we are currently working with a number of the major retail development projects in greater Boston, New England and the Northeast. We are committed to providing all the necessary resources to help Fairfield be successful with this development proposal.

If at some point in the near future you would like us to meet with the Town Officials to discuss the development project, we are happy to present our credentials, capabilities and our commitment to Fairfield and the success of the project.

I understand that you are currently reviewing your proposal with the Board of Selectman and we wish you luck with that continued effort.

Enclosed I have provided you with a corporate brochure and sample large scale retail projects including Patriot Place at Gillette Stadium. We look forward to our meeting next week to further discuss the retail sub-market and the list of retail tenants we know who are actively looking for new space on the Shrewsbury/Route 9 corridor.

Sincerely,

**STRATEGIC RETAIL ADVISORS**

A handwritten signature in dark ink, reading 'Peter M. Belsito', is written over the typed name.

Peter M. Belsito  
Principal

PMB:aph

Enclosure